

## Message Text

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15

ORIGIN EA-09

INFO OCT-01 ISO-00 EB-07 COME-00 /017 R

DRAFTED BY EA/TB:JAKLEMSTINE:MGH

APPROVED BY EA/TB:GBROBERTS

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R 111919Z MAR 76

FM SECSTATE WASHDC

TO AMEMBASSY RANGOON

UNCLAS STATE 059593

E.O. 11652: N/A

TAGS: BTIO, BM

SUBJECT: TENDER OFFER, FERTILIZER

REF: RANGOON 0474

1. DEPARTMENT HAS RECEIVED A COPY OF THE FOLLOWING CABLE  
SENT BY INTERNATIONAL COMMODITIES EXPORT COMPANY TO  
AGRICULTURAL CORPORATION OF BURMA:

QUOTE AS A MAJOR WORLDWIDE SUPPLIER OF FERTILIZER FOR  
OVER TWO DECADES WE INTEND TO PARTICIPATE IN BURMA  
TENDER FOR MOP AND TSP. HOWEVER TSP SPECIFICATIONS  
CALL FOR WATER SOLUBLE PHOSPHATE AS P205 PERCENT BY  
WEIGHT MINIMUM 45 PERCENT WHICH IS AT VARIANCE WITH  
STANDARD WORLDWIDE SPECIFICATIONS. ALL TSP INCLUDING  
THAT PURCHASED UNDER USAID ALL OVER THE WORLD ARE  
MINIMUM 80 PERCENT OF AVAILABLE P205 AS WATER SOLUBLE.  
WE ARE PREPARED TO OFFER COMPETITIVELY FROM NORTH  
AMERICAN SOURCES WHICH AT PRESENT REPRESENT BEST POS-  
SIBLE COMBINATION AVAILABILITY PRICE AND FREIGHT.  
NORTH AMERICAN MANUFACTURES TSP MINIMUM 80 MAXIMUM  
90 PERCENT WATER SOLUBLE BY WEIGHT. THEREFORE WE  
RESPECTFULLY REQUEST TENDER SPECIFICATIONS BE  
IMMEDIATELY AMENDED ACCORDING TO WORLDWIDE TRADE  
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PRACTICE. KINDLY CABLE RESPONSE SOONEST. END QUOTE.

2. WHILE WE REALIZE THAT THERE MAY BE SOME REASON  
PECULIAR TO LOCAL CLIMATE OR SOIL CONDITIONS THAT  
BURMESE DESIRE STANDARDS FOR TRIPLE SUPERPHOSPHATE  
DIFFERENT FROM WORLDWIDE STANDARDS, DEPARTMENT WOULD  
APPRECIATE EMBASSY'S DISCUSSING PROBLEM WITH AGRICUL-  
TURAL CORPORATION TO DETERMINE WHETHER GUB COULD CHANGE  
ITS REQUIREMENTS TO MEET WORLDWIDE STANDARDS. COMPANY  
ESTIMATES EXPORT POTENTIAL THIS SALE TO BE AROUND  
\$3 MILLION. PLEASE RENDER ALL APPROPRIATE ASSIST-  
ANCE AND ADVISE. KISSINGER

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## Message Attributes

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**Capture Date:** 01 JAN 1994  
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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**To:** RANGOON  
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